

a sub-contract just to get the feel of it. A bid a shade too low or one contract improperly fulfilled may prove an awfully costly venture if the inexperienced producer has "bit off" a large order for the first time."

He indicated an uptrend in civilian needs for wooden products now that the plastic supply is running short and paper is becoming scarce. Orders for wooden boxes in which to ship paint had commenced to arrive and he anticipated an increasing number of businesses requiring more wooden materials unless some changes were made in the nature of materials on full priority lists.

A company manufacturing ordinary household cleaning equipment, brooms, brushes and mops, found that straight selling was sufficient to land a contract. Knowing the need for its products when the hundreds of thousands of new soldiers first set up housekeeping, it started offering its services and ex-

plaining the merits of its products to every purchasing agent who was accessible. When the time came for bidding, the company had become so conscious of military requirements that it had little difficulty in obtaining orders.

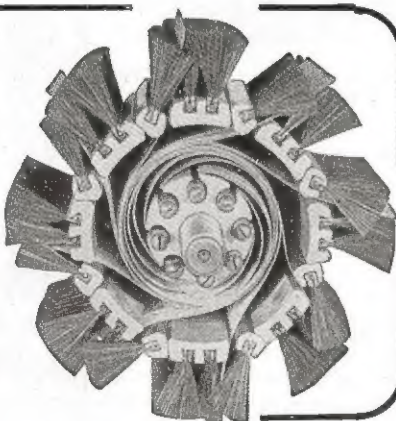
A couple of thousand mop wringers were sold on a regular bid basis. This company, like others of similar production types, had long been having wooden parts made outside the shop. A purchasing agent explained that his requirements had been filled on this basis well in advance of the coining of the term "Sub-Contract." Principal difficulty in sub-contracting is one metal-working company's unwillingness to turn over part of its order to another metal-working company, he contended. No wood-working company should have difficulty in obtaining orders for wooden parts from companies specializing primarily in metal, if the company is equipped with tools, craftsmen—and salesmen.

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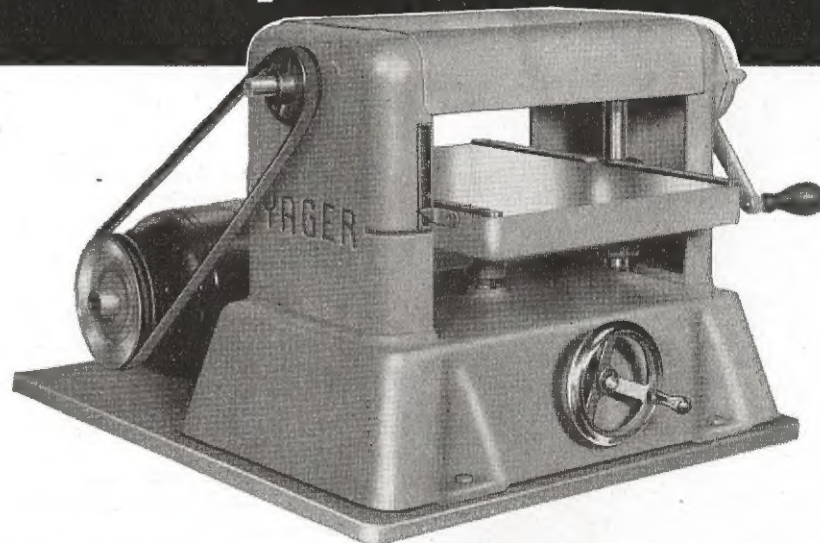


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